

## **BUSINESS ETHICS**

Ethical decision-making is essential in the business world and the workplace. This team event recognizes FBLA members who demonstrate the ability to present solutions to ethical situations encountered in the business world and the workplace.

### **ELIGIBILITY**

Each district may enter one team composed of two to three members. No more than one team member may have participated in this event at a previous State Leadership Conference. If one member of the winning district team cannot attend the state conference, a substitute is allowed. (See policy pages regarding competitive events.) The participants must qualify as active FBLA members to be eligible for this event.

### **REGULATIONS**

1. An entry form must be postmarked no later than March 17.
2. Only one of the two to three team members may have entered this event at a previous State Leadership Conference.
3. A participant who fails to report on time for the event may be DISQUALIFIED.
4. Participants must adhere to the dress code approved by the executive council.

### **PERFORMANCE (Preliminary Round)**

1. Participants are assigned a time on the performance schedule for preliminary events. The schedule is mailed to all local chapters preceding the district conference.
2. Participants report to the supervisor of the event at the designated preparation time. Team members will receive copies of the case and will be given twenty (20) minutes to prepare the case to present. Each participant will be given two (2) 4" x 6" index cards. Books and reference materials may not be used in the preparation or presentation. Note cards will be collected following the presentation.
3. One team member should introduce the team and describe the ethical situation. All team members must participate in the presentation. The team members will be allowed to use their notes.
4. Based on the time beginning with the introduction of team members and the presentation of the case to the judges, seven (7) minutes is allowed for each team's performance. The timekeeper stands at the end of six (6) minutes. A five (5) point deduction will be made for presentations over seven (7) minutes.
5. A maximum of three (3) additional minutes will be allowed for questions from the judges. Team members should be prepared to defend their recommendations and respond to questions from the judges.

## Business Ethics Continued

6. A lectern will be available. No microphone will be used.
7. One or more local chapter advisers serve as supervisors to ensure that the above procedures are followed and completed.
8. The preliminary performance is not open to conference attendees.
9. Four finalists from each of the two preliminary events will proceed to the finals.

### PERFORMANCE (Final Round)

1. Finalists draw for a performance time. Drawing time is listed in the conference program.
2. All other procedures as outlined in the preliminary round will be followed for the final round.
3. Final performances are open to conference attendees, except performing participants of this event.

### JUDGING

#### Performance

Judges complete a rating sheet on each team following its performance.

Penalty points are deducted from the judges' ratings before the winners are determined.

Each of the judges assigns a rank to each team. The ranks for each team are totaled. The team with the highest rank is the winner.

### AWARDS

Plaques are presented to the winners of first through fifth places as long as finances are available. Certificates are presented to sixth through eighth places.

### REPRESENTATION AT NATIONAL

The first place team in this event is entitled to represent the state chapter at the National Leadership Conference.

If any member of the first place team is unable to attend the National Leadership Conference, the state adviser selects a replacement—preferably from individuals on the teams placing second, third, fourth, or fifth in the order of their ranking.

**BUSINESS ETHICS**
☐ Preliminary Round      ☐ Final Round

Rank the participants within a first to last order. No ties.

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content and Recommendation</b>					
Situation is understood and effectively defined	0	1 - 5	6 - 10	11 - 15	
Ethical dimensions of the problem are clearly defined	0	1 - 5	6 - 10	11 - 15	
Team's position is clearly stated	0	1 - 3	4 - 7	8 - 10	
Effective ethical solution is offered	0	1 - 5	6 - 10	11 - 15	
Questions answered completely and effectively	0	1 - 3	4 - 7	8 - 10	
<b>Delivery of Presentation</b>					
Thoughts and statements are well-organized and clearly stated	0	1 - 5	6 - 10	11 - 15	
Team members demonstrate self-confidence, poise, and good voice projection	0	1 - 3	4 - 7	8 - 10	
All team members actively participated in the presentation	0	1 - 3	4 - 7	8 - 10	

**Total Points** \_\_\_\_\_ /100 max.

Penalty Points Deduct five (5) points for presentations over seven (7) minutes.

Time \_\_\_\_\_

Deduct five (5) points when dress code is not followed.

**Total Score** \_\_\_\_\_ /100 max.

Verification of total score (initials)

\_\_\_\_\_ Event Supervisor

\_\_\_\_\_ Event Supervisor

# RANKING SHEET - MISSOURI FBLA

## BUSINESS ETHICS PRELIMINARY

NAME OF PARTICIPANTS/SCHOOL	PERFORMANCE RANK	PERFORMANCE RANK	PERFORMANCE RANK	TOTAL (add the ranks)	FINAL RANK (Smaller number wins)
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					

In the event of a tie, the tie will be broken by awarding the higher rank to the person who received more small numbers from the judges.

$\downarrow \downarrow$        $\checkmark$   
**Example:** 1 2 6 = 9 2 } Tied for second      **Winner**  
                  2 3 4 = 9 2

If tie remains after this step, judges will make a decision as to the rank to be assigned .

## RANKING SHEET - MISSOURI FBLA

### BUSINESS ETHICS DISTRICT AND STATE FINAL

NAME OF PARTICIPANTS/SCHOOL	PERFORMANCE RANK	PERFORMANCE RANK	PERFORMANCE RANK	TOTAL (add the ranks)	FINAL RANK (Smaller number wins)
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					

In the event of a tie, the tie will be broken by awarding the higher rank to the person who received more small numbers from the judges.

$\downarrow \downarrow \quad \checkmark$   
**Example:** 1 2 6 = 9 2 } Tied for second      **Winner**  
                  2 3 4 = 9 2

If tie remains after this step, judges will make a decision as to the rank to be assigned .